AG120-1

1991 GENERAL AVIATION AIRPLANE SHIPMENT REPORT

General Aviation Manufacturers Association
1400 K. Street, N.W., Suite 801, Wash., D.C. 20005

MAKE AND MODEL	QI	QII	QIII	QIV	YTD
GRAND TOTAL	250	262	237	272	1,021
AMERICAN GENERAL					
Tiger AG-5/B	17	27	23	15	82
Total American General	17	27	23	15	82
AVIAT					
S-1T Pitts	0	0	0	1	1
S-2B Pitts	8	9	9	7	33
A-1 Husky	9	10	8	10	37
Total Aviat	17	19	17	18	71
BEECH AIRCRAFT					
Bonanza F33A/C	22	21	21	26	90
Bonanza A36	24	13	19	21	77
Bonanza A36AT	0	16	5	0	21
Bonanza 36TC	4	3	3	6	16
Baron 58	7	10	8	10	35
King Air C90	8	7	8	8	31
King Air 200	7	4	4	9	24
King Air 200CT	0	2	0	0	2
King Air 300	1	1	2	1	5
King Air 350	8	11	5	11	35
1900C	10	12	13	1	36
1900D	0	0	0	3	3
Starship 2000	1	0	3	3	7
Beechjet 400A	3	6	0	11	20
Total Beech	95	106	91	110	402
BELLANCA AIRCRAFT					
Super Viking 17-30A	0	1	0	0	1
Total Bellanca	0	1	0	0	1

MAKE AND MODEL	QI	QII	QIII	QIV	YTD
CESSNA AIRCRAFT					
208 Caravan I	2	5	4	6	17
208B Caravan IB	12	11	12	10	45
406 Caravan II	0	0	0	2	2
550 Citation II	6	10	10	8	34
560 Citation V	13	15	13	21	62
650 Citation III	3	4	2	3	12
650 Citation VI	0	2	0	2	4
Total Cessna	36	47	41	52	176
CLASSIC AIRCRAFT					
YMF-5 Waco Classic	0	1	1	1	3
YMF-5 Waco Super	0	2	1	2	5
Total Classic	0	3	2	3	8
FAIRCHILD AIRCRAFT					
SA-227AC Metro III	1	6	2	1	10
Total Fairchild	1	6	2	1	10
GULFSTREAM AEROSPACE					
Gulfstream IV	7	5	6	11	29
Total Gulfstream	7	5	6	11	29
LAKE AIRCRAFT					
250 Renegade	3	4	3	1	11
Total Lake	3	4	3	1	11
LEARJET					
Learjet 31	4	1	1	1	7
Learjet 31A	0	0	2	7	9
Learjet 35A	2	2	1	2	7
Learjet 55C	2	0	0	0	2
Total Learjet	8	3	4	10	25

MAKE AND MODEL	QI	QII	QIII	QIV	YTD
MAULE AIRCRAFT					
M-6 235	0	2	1	0	3
MX-7 180	2	1	3	6	12
M-7 235	3	4	5	0	12
MX-7 235	1	2	1	13	17
MXT-7 180	6	3	8	4	21
M-7 420	1	0	0	0	1
Total Maule	13	12	18	23	66
MOONEY AIRCRAFT					
M20J	17	5	8	11	41
M20K	1	0	0	0	1
M20M	11	14	14	7	46
Total Mooney	29	19	22	18	88
PIPER AIRCRAFT					
PA-28-161C Cadet	1	0	0	0	1
PA-32-301 Saratoga	10	4	0	0	14
PA-28R-201 Arrow	0	0	0	1	1
PA-32R-301 Saratoga SP	0	0	1	0	1
PA-46-350P Malibu Mirage	1	1	1	3	6
PA-34-220T Seneca III	9	0	4	1	14
PA-42-720 Cheyenne IIIA	1	2	0	0	3
PA-42-1000 Cheyenne 400	0	0	1	0	1
Total Piper	22	7	7	5	41
TAYLORCRAFT					
F-21B Classic	1	0	0	0	1
F-22 Classic	0	1	0	0	1
F-22A Classic	1	2	1	5	9
Total Taylorcraft	2	3	1	5	11
Grand Total, Civil	250	262	237	272	1,021

1991 MANUFACTURER'S NET BILLINGS
CIVIL AIRPLANE SHIPMENTS
(Thousands, by Quarter)

	QI	QII	QIII	QIV	YEAR
American General	1,428	2,166	1,812	1,478	6,884
Aviat	1,397	1,563	1,182	1,447	5,589
Beech	119,091	152,812	113,546	171,976	557,424
Bellanca	NA	NA	NA	NA	NA
Cessna	115,332	172,414	127,456	182,307	597,509
Classic	0	620	414	622	1,656
Fairchild	3,871	23,647	7,938	3,969	39,426
Gulfstream	151,679	108,537	125,392	235,649*	621,256
Lake	NA	NA	NA	NA	NA
Learjet	39,048	12,318	18,373	45,721	115,460
Maule	1,149	835	1,287	2,221	5,491
Mooney	NA	NA	NA	NA	NA
Piper	4,765	6,450	4,160	2,215	17,590
Taylorcraft	NA	NA	NA	NA	NA
Grand Total, Civil	$437,758	$481,362	$401,559	$647,605	$1,968,285

"NA" = Not Available

* 4th Quarter Gulfstream Billings Estimated by GAMA

1991 AIRPLANE (UNIT) SHIPMENTS BY TYPE, BY QUARTER

TYPE	QI	QII	QIII	QIV	TOTAL
TURBOJETS	40	45	35	66	186
TURBOPROPS	52	61	54	55	222
PISTON	158	156	148	151	613
TOTAL	250	262	237	272	1,021

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News from

General Aviation
Manufacturers Association

Suite 801
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Washington, D.C. 20005
(202) 393-1500

HOLD FOR RELEASE UNTIL 9:00 A.M.
THURSDAY, JANUARY 16, 1992
CONTACT: Henry M. Ogrodzinski
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202-393-1500

GAMA CALLS FOR INVESTMENT TAX CREDIT TO BOOST SALES -- GENERAL AVIATION SHIPMENTS WORST IN HISTORY

WASHINGTON, DC, JANUARY 16, 1992 -- Brian E. Barents, Chairman of the General Aviation Manufacturers Association (GAMA) and President and CEO of Learjet Inc., today called for legislation to restore the Investment Tax Credit and repeal of the luxury tax in an effort to boost depressed sales.

He was speaking at the industry's annual press briefing where manufacturers revealed they had shipped fewer airplanes to dealers and customers than in any other year since World War II. The industry shipped a total of 1,021 airplanes worth $1,968 billion.

GAMA Interim President, Edward W. Stimpson, noted that the industry shipped nearly 11 percent fewer airplanes than the 1,144 it had in 1990 and that billings had dropped by 2 percent from $2.008 billion.

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1991 AIRCRAFT SHIPMENTS BY TYPE

	1991	1990	% CHANGE
TURBOJETS	186	168	+10.7%
TURBOPROPS	222	281	-21.0%
PISTON	613	695	-11.8%
TOTAL	1,021	1,144	-10.8%

Stimpson also said despite declines, the export market remains extremely important for U.S. manufacturers. "Exports accounted for 41.4 percent of total industry billings and 37.7 percent of the aircraft shipped during 1991," Stimpson said. But, the export billings of $815.3 million were down 6.5 percent from last year and the number of aircraft shipped overseas slipped 15.9 percent from 1990 totals to 385.

Examining the marketplace, Stimpson said, "The continued development of new business jets bodes well for the future. U.S. manufacturers have continued to invest heavily in research and development in the midst of a prolonged recession. Several new jets have been announced and others are nearing certification. But, as many of our potential customers have trimmed their

capital spending in response to these tough economic times, obtaining orders has become increasingly difficult."

Regarding the piston-powered segment of the market, Stimpson said, "This year we shipped only 613 piston-powered airplanes. This is in contrast to 17,000 aircraft shipped in our peak year of 1978. The largest detriment in the small aircraft market remains product liability, which continues to adversely impact the manufacture of new single engine aircraft. Product liability remains the largest single factor in the cost of these aircraft. Cessna, which used to produce nearly 9,000 piston-powered aircraft a year no longer builds any. Piper has been forced into bankruptcy by the product liability crisis. Unlike U.S. manufacturers, foreign manufacturers do not have the long 'liability tail' of tens of thousands of aircraft in the existing fleet, all subject to unreasonable product liability claims, decades after their first flight. Unfortunately, with only one U.S. manufacturer producing small training aircraft, the only alternative is purchasing a foreign aircraft."

In response to the difficult situation facing domestic manufacturers, Brian Barents called for a four point legislative program designed to revitalize the general aviation industry.

"There is no other issue more important than the reintroduction of the Investment Tax Credit. Each time the ITC is initiated, aircraft purchases by businesses and corporations increase, sometimes dramatically. Each time the ITC is repealed, general aviation shipments drop. This is an irrefutable, historical fact. For our industry, and many other American industries, the restoration of the Investment Tax Credit is the quickest and most efficient means for recovery. Restore the ITC and you will see the general aviation industry reinvigorated," Barents said.

"We must also repeal a misguided disincentive to buying a new airplane now in the law -- it's called the Luxury Tax", Barents said. He provided reporters at GAMA's Annual Industry Review press briefing with the Executive Summary of a recent Price Waterhouse study which demonstrates conclusively that the "luxury tax" is costing the industry sales and jobs.

"In a misguided effort to 'soak the rich', Congress instituted an oppressive and burdensome luxury tax on business aircraft which has little impact on the 'rich', but certainly has been very successful in putting people out of work. Our colleagues at Beech alone have documented the loss of 53 aircraft sales and

125 jobs. When the entire industry is building only 1,021 aircraft a year, these losses cannot be justified in an absurd scheme to soak the rich," he said.

"If this tax, in any way, contributed significantly to the economy, we would support it. But it doesn't help, it hurts. The people who proposed this tax estimated it would generate $6 million in federal revenue from aircraft sales during 1991. How much has it produced? The IRS reports that it has collected only $53,000 from aircraft sales in 1991. That won't even pay for the IRS employees shuffling the paper on this ridiculous program," Barents said.

Barents also said, "Tort reform is essential if this industry is to regain its full vigor, especially at the light end of our product spectrum. For the past six years, there have been common sense general aviation tort reform bills before both the House and Senate. No other tort reform legislation has the complete support of all consumers and manufacturers of the product. Our bills have had half the members of the House and about a third of the Senate as co-sponsors. The Administration, including the Departments of Commerce, Justice and Transportation support the bills. But, during the past six years, we have not been able to get an open and fair up-or-down vote on the floor of either body. The trial lawyers have blocked our path."

- MORE -

"The Association of Trial Lawyers of America, which represents 65,000 lawyers, is afraid their gravy train is going to end, so they have persuaded key members of Congress to cooperate in short-circuiting the process. No special interest group should wield this much power," Barents said.

On the subject of increasing system capacity, Barents said, "The joint military-civil use of underutilized air bases and the conversion of surplus military fields to civil use has been a GAMA priority for several years and we will continue to press for it. The concept works. It is the most inexpensive and efficient usage of scarce resources -- existing runways."

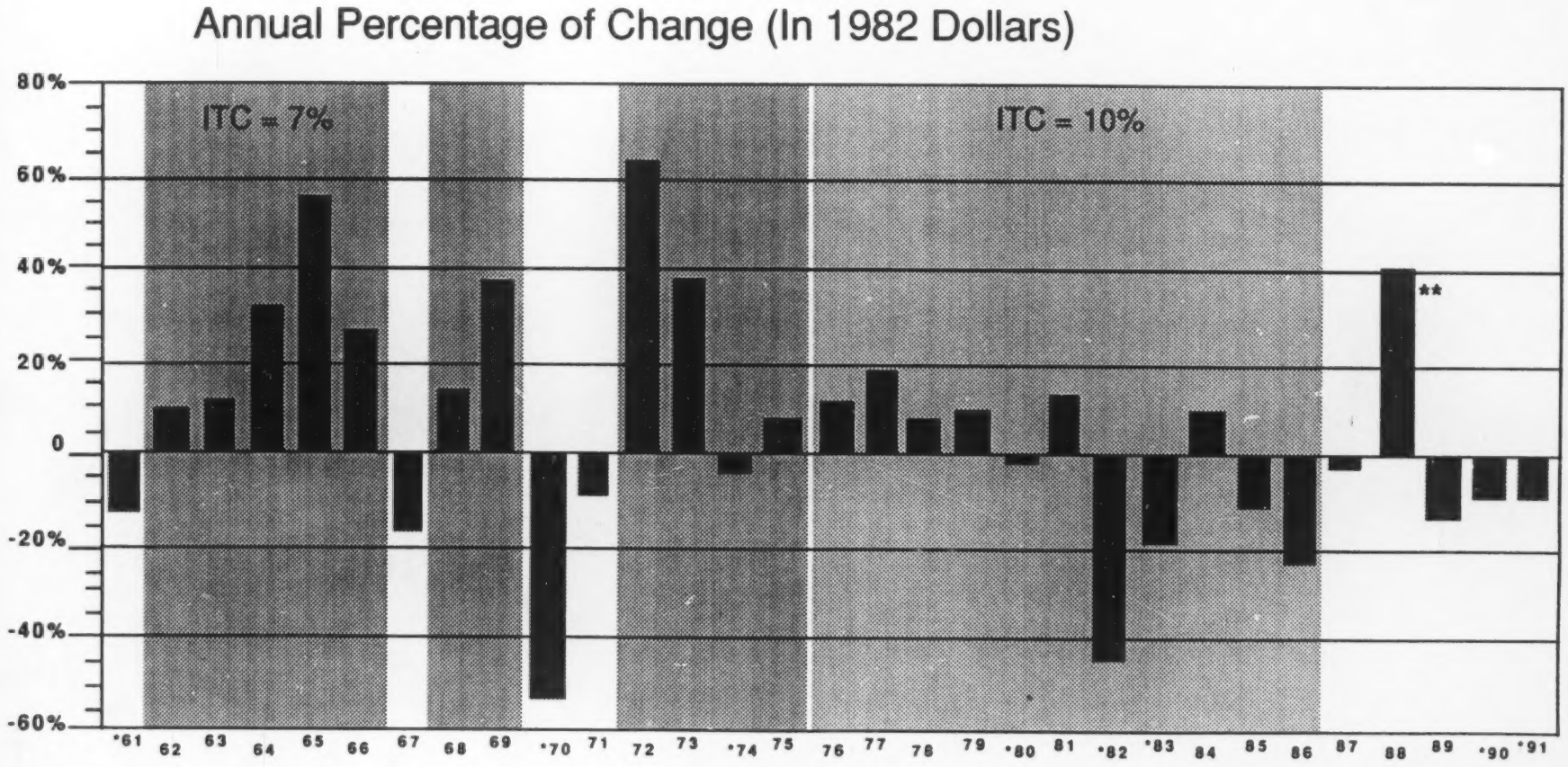
In conclusion, Barents summed up GAMA's legislative initiatives, "One, restore the ITC and you will see an immediate rebound in the sales of business aircraft. Two, repeal the luxury tax and you will increase the sales of owner-flown aircraft -- without any significant impact on federal revenue. Three, establish a common sense national standard for general aviation product liability and you will re-energize the single-engine market. Four, work out a productive joint use policy for underutilized military airports and you will increase the utility and efficiency of general aviation while reducing congestion."

GAMA is a national trade association headquartered in Washington, DC, representing 34 American manufacturers of general aviation aircraft, engines, avionics and related equipment. GAMA's members also operate fleets of aircraft, fixed based operations at many airports and pilot training facilities across the U.S.

# # #

Note to reporters and editors: The full text of the presentations made by Mr. Stimpson and Mr. Barents is available from the GAMA Communications Office (202) 393-1500.

The Effect of the Investment Tax Credit On Domestic General Aviation Billings



* Recession Years

** Increase primarily due to ITC Transition Rule

EXECUTIVE SUMMARY OF THE ECONOMIC IMPACT OF THE LUXURY TAX ON THE GENERAL AVIATION AIRCRAFT INDUSTRY

Prepared for the General Aviation Manufacturers Association
by Price Waterhouse
January 14, 1992

When Congress imposed the luxury tax on the sale of new general aviation aircraft in 1990, the intent was to collect a significant amount of money from wealthy individuals. This goal has not been achieved. Instead, a substantial burden has fallen on middle-income production workers in the aircraft manufacturing sector. As a result, the luxury tax on the sale of new general aviation aircraft will bring a number of unintended results:

LOST SALES

The luxury tax on new aircraft increases only the price of new aircraft, so many potential personal-use buyers will purchase used aircraft instead.

The higher prices will result in a significant reduction in the purchase of new personal-use aircraft. Using a range for the percent of aircraft classified as personal-use for the luxury tax, Price Waterhouse estimates that there are between 33 and 100 personal-use, tax-affected aircraft sales annually and the luxury tax will reduce sales by approximately 50 percent (15 to 47 aircraft) resulting in a loss of tens of millions of dollars in the initial year and will reduce sales by approximately 26 percent (9 to 26 aircraft) by 1994 after the market adjusts. Other studies, including company surveys of lost customers, maintain that the impact could be much higher. Thus, the luxury tax has a significant adverse effect on the sale of tax-affected aircraft.

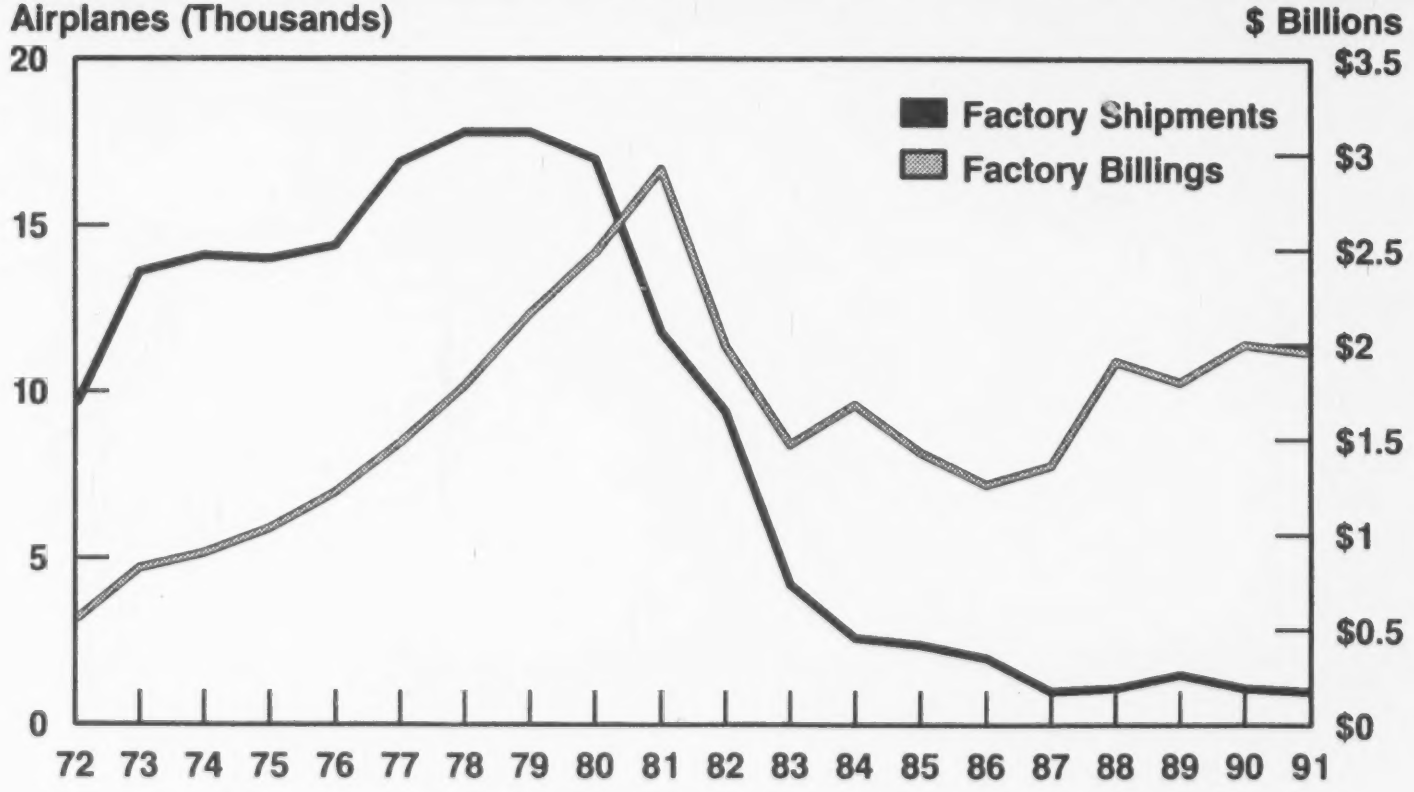
LOST JOBS

Lost sales of new aircraft result in fewer jobs in the general aviation aircraft manufacturing sector. The luxury tax will reduce full-time employment in the aircraft sector by 100 to 350 workers in 1991, 90 to 270 workers in 1992, and 70 to 200 in 1993 and 1994, with additional lost employment in the parts manufacturing sector.

LOST REVENUE

In Fiscal Year 1991, the Internal Revenue reports to date collecting only $53,000 on the sales of new aircraft. This amounts to only 0.8 percent of the $6 million in receipts estimated by the Joint Committee on Taxation. Thus, the luxury tax on aircraft raises a very small amount of tax revenue for the U.S. Treasury, significantly less than currently predicted.

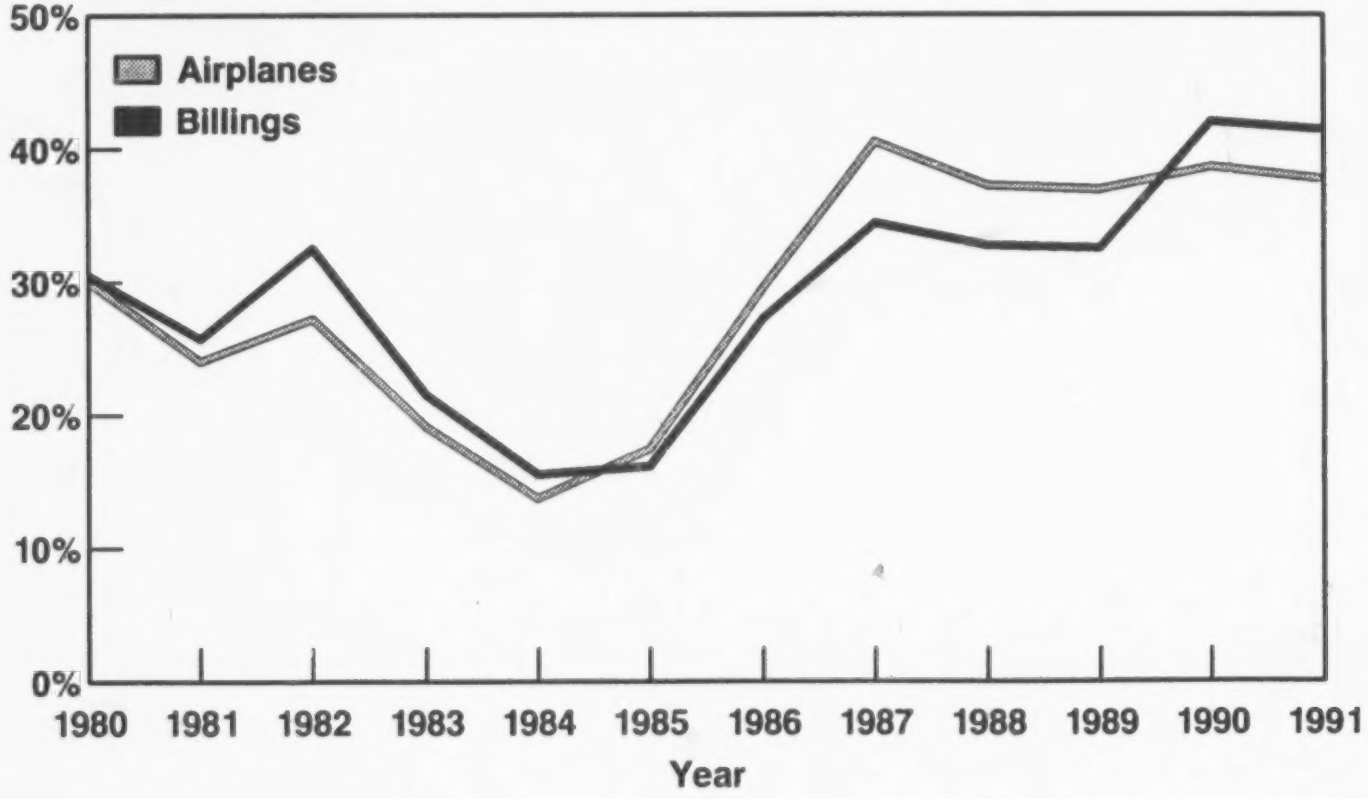
GAMA SHIPMENTS AND BILLINGS



GAMA 1991 AIRPLANE SHIPMENTS BY TYPE

	Billings (Mil)	Airplanes
Turbojets	$1,348	186
Turboprops	$ 527	222
Piston	$ 93	613
Total	$1,968	1,021

PERCENT OF TOTAL SHIPMENTS EXPORTED



1992 GENERAL AVIATION AIRPLANE SHIPMENT REPORT

General Aviation Manufacturers Association
1400 K. Street, N.W., Suite 801, Wash., D.C. 20005

MAKE AND MODEL	QI	YTD	QI	YTD
GRAND TOTAL	192	192	$394,176,954	$394,176,954
AMERICAN GENERAL				
Tiger AG-5/B	4	4		
Total American General	4	4	$412,167	$412,167
AVIAT				
S-1T Pitts	0	0		
S-2B Pitts	11	11		
A-1 Husky	9	9		
Total Aviat	20	20	$1,817,400	$1,817,400
BEECH AIRCRAFT				
Bonanza F33A/C	20	20		
Bonanza A36	19	19		
Bonanza A36AT	1	1		
Bonanza 36TC	4	4		
Baron 58	7	7		
King Air C90	3	3		
King Air 200	6	6		
King Air 200CT	0	0		
King Air 300	1	1		
King Air 350	4	4		
1900C	0	0		
1900D	5	5		
Starship 2000	2	2		
Beechjet 400A	3	3		
Total Beech	75	75	$93,113,765	$93,113,765
BELLANCA AIRCRAFT				
Super Viking 17-30A	1	1		
Total Bellanca	1	1	NA	NA

MAKE AND MODEL	QI	YTD	QI	YTD
CESSNA AIRCRAFT				
208 Caravan I	3	3		
208B Caravan IB	2	2		
406 Caravan II	0	0		
550 Citation II	9	9		
560 Citation V	13	13		
650 Citation III	1	1		
650 Citation VI	5	5		
Total Cessna	33	33	$143,546,566	$143,546,566
CLASSIC AIRCRAFT				
YMF-5 Waco Classic	0	0		
YMF-5 Waco Super	2	2		
Total Classic	2	2	$414,000	$414,000
FAIRCHILD AIRCRAFT				
SA-227AC Metro III	5	5		
Total Fairchild	5	5	$19,711,000	$19,711,000
GULFSTREAM AEROSPACE				
Gulfstream IV	4	4		
Total Gulfstream	4	4	$84,300,000	$84,300,000
LAKE AIRCRAFT				
250 Renegade	1	1		
Total Lake	1	1	NA	NA
LEARJET				
Learjet 31	0	0		
Learjet 31A	9	9		
Learjet 35A	2	2		
Learjet 60	0	0		
Total Learjet	11	11	$48,906,575	$48,906,575

MAKE AND MODEL	QI	YTD	QI	YTD
MAULE AIRCRAFT				
M-6 235	1	1		
MX-7 180	3	3		
M-7 235	1	1		
MX-7 235	4	4		
MXT-7 180	3	3		
M-7 420	0	0		
Total Maule	12	12	$966,379	$966,379
MOONEY AIRCRAFT				
M20J	14	14		
M20K	0	0		
M20M	6	6		
Total Mooney	20	20	NA	NA
PIPER AIRCRAFT				
PA-28-161C Cadet	0	0		
PA-32-301 Saratoga	0	0		
PA-28R-201 Arrow	0	0		
PA-32R-301 Saratoga SP	0	0		
PA-46-350P Malibu Mirage	3	3		
PA-34-220T Seneca III	1	1		
PA-42-720 Cheyenne IIIA	0	0		
PA-42-1000 Cheyenne 400	0	0		
Total Piper	4	4	$989,102	$989,102
TAYLORCRAFT				
F-21B Classic	0	0		
F-22 Classic	0	0		
F-22A Classic	0	0		
Total Taylorcraft	0	0	NA	NA
Grand Total, Civil	**192**	**192**	**$394,176,954**	**$394,176,954**

MAKE AND MODEL	QI	YTD	QI	YTD
OFF-THE-SHELF AIRCRAFT SHIPPED TO THE U.S. MILITARY				
Manufacturer/Model				
BEECH AIRCRAFT				
T-1A Jayhawk	5	5		
Total Beech Military	5	5	NA	NA
FAIRCHILD AIRCRAFT				
C-26A	7	7		
Total Fairchild Military	7	7	NA	NA
Grand total, Military	12	12	NA	NA

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News from

General Aviation Manufacturers Association

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FOR IMMEDIATE RELEASE N92-13A
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FIRST QUARTER JET SHIPMENTS INCREASE WHILE TOTAL UNITS DECREASE

WASHINGTON, DC, APRIL 16, 1992 -- Business jet shipments lifted first quarter U.S. general aviation aircraft billings to $394.2 million, while overall unit shipments fell to a record low of 192. The General Aviation Manufacturers Association (GAMA) reports that shipments for the first three months of 1992 represent a 10 percent decrease in billings with a decline of 23.2 percent in the number shipped.

Business jet shipments rose to 46 units this quarter, a 15 percent increase over the 40 shipped in the first quarter of 1991. Turboprops fell from a total of 52 airplanes shipped last year to 31 units, a 40.4 percent decline. In the piston engine market, airplane shipments dropped 27.2 percent to 115, compared to 158 last year.

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Comparing 1991 and 1992 first quarter exports, airplane unit shipments fell by 27.4 percent from 95 to 69. Export billings declined to $136 million, a 36.1 percent decline over the $212.5 million of a year ago.

In response to first quarter shipments, GAMA President Edward W. Stimpson said, "Even though there was a slight increase in the number of business jets shipped in the first quarter, we still have not seen a resurgence in the U.S. economy or the general aviation industry. Speculation surrounding a possible repeal of the aircraft luxury tax, which has had a negative impact on sales, and enactment of investment incentives may be causing prospective buyers to delay purchases. Failure to act on these tax measures and economic uncertainty has taken its toll on the market."

"Airplane customers, as well as customers of other American products, must be sent a clear signal by the Administration and Congress that they can make purchases without risk of losing potential tax incentives. This is important no matter which tax incentives or repeals may be ultimately enacted," Stimpson said.

During the first quarter of this year, two GAMA manufacturers shipped 12 off-the-shelf civil aircraft to the U.S. military. Although these aircraft are not

counted in the overall total of civilian aircraft shipments, they do add to the production schedules of the manufacturers.

FIRST QUARTER AIRCRAFT SHIPMENTS BY TYPE

	QI 91	QI 92	% CHANGE
PISTONS	158	115	- 27.2%
TURBOPROPS	52	31	- 40.4%
JETS	40	46	+ 15.0%

GAMA is a national trade association headquartered in Washington, DC, representing 32 U.S. manufacturers of general aviation aircraft, engines, avionics and related components. GAMA's members also operate pilot training facilities, fixed based operations and fleets of aircraft at many airports across the country.

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News from

General Aviation
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FOR IMMEDIATE RELEASE N92-18
CONTACT: Shelly R. Snyder
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GENERAL AVIATION SHIPMENTS CONTINUE TO REFLECT UNCERTAIN ECONOMY

WASHINGTON, DC, July 17, 1992 -- Shipments of U.S. general aviation aircraft for the first half of 1992 totaled 389 units valued at $785.8 million, compared to 512 aircraft worth $919.1 million for the same period last year. The General Aviation Manufacturers Association (GAMA) reports that for the first half of 1992, billings dropped by 14.5 percent and total shipments fell 24 percent.

For the first six months of 1992, new piston-engine airplane shipments dropped 24.2 percent to 238, compared to 314 last year. Turboprops decreased from a total of 113 units shipped last year to 69, a 38.9 percent decline. Business jet shipments were off by 3.5 percent with 82 units in the first half of this year compared to 85 in 1991.

Exports of general aviation aircraft for the first half of 1992 fell by 11.8 percent from 187 in 1991 to 165. Export billings declined to $285.7 million, a 25.5

- MORE -

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percent decline over the $383.5 million of a year ago. For the first six months, exports accounted for 36.4 percent of total billings and 42.4 percent of total production.

GAMA President Edward W. Stimpson said of the first half of 1992, "General aviation shipments continue to reflect the uncertain state of the U.S. economy. Repeal of the luxury tax would be very positive and we are hopeful Congress will act quickly."

"In order for the general aviation industry to be revitalized, a number of other critical issues must be resolved, including product liability reform. We must have a renewed economy, and history has shown that capital investment incentives, such as investment tax credit, have an immediate positive effect on economic growth and airplane sales," Stimpson said.

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FIRST HALF AIRCRAFT SHIPMENTS BY TYPE

	YTD 1991	YTD 1992	% CHANGE
PISTONS	314	238	-24.2
TURBOPROPS	113	69	-38.9
JETS	85	82	-3.5
TOTAL AIRCRAFT	512	389	-24.0
TOTAL BILLINGS	$919,120,000	$785,788,390	-14.5

SECOND QUARTER AIRCRAFT SHIPMENTS BY TYPE

	QII 1991	QII 1992	% CHANGE
PISTONS	156	123	-21.2
TURBOPROPS	61	38	-37.7
JETS	45	36	-20.0
TOTAL AIRCRAFT	262	197	-24.8
TOTAL BILLINGS	$481,362,000	$391,613,211	-18.6

GAMA is a national trade association headquartered in Washington, DC, representing 34 U.S. manufacturers of general aviation aircraft, engines, avionics and related components. GAMA's members also operate pilot training facilities, fixed based operations and fleets of aircraft at many airports across the country.

# # #

1992 GENERAL AVIATION AIRPLANE SHIPMENT REPORT

General Aviation Manufacturers Association
1400 K. Street, N.W., Suite 801, Wash., D.C. 20005

MAKE AND MODEL	QI	QII	YTD	QI	QII	YTD
GRAND TOTAL	192	197	389	$394,175,179	$391,613,211	$785,788,390
AMERICAN GENERAL						
Tiger AG-5/B	4	16	20			
Total American General	4	16	20	$410,392	$1,602,990	$2,013,382
AVIAT						
S-1T Pitts	0	NA	0			
S-2B Pitts	11	NA	11			
A-1 Husky	9	NA	9			
Total Aviat	20	NA	20	$1,817,400	NA	$1,817,400
BEECH AIRCRAFT						
Bonanza F33A/C	20	23	43			
Bonanza A36	19	15	34			
Bonanza A36AT	1	8	9			
Bonanza 36TC	4	4	8			
Baron 58	7	6	13			
King Air C90A	3	3	6			
King Air 200	6	8	14			
King Air 200CT	0	0	0			
King Air 300	1	1	2			
King Air 350	4	5	9			
1900C	0	0	0			
1900D	5	8	13			
Starship 2000	2	1	3			
Beechjet 400A	3	5	8			
Total Beech	75	87	162	$93,113,765	$118,664,407	$211,778,172
BELLANCA AIRCRAFT						
Super Viking 17-30A	1	0	1			
Total Bellanca	1	0	1	NA	NA	NA

MAKE AND MODEL	QI	QII	YTD	QI	QII	YTD
CESSNA AIRCRAFT						
208 Caravan I	3	1	4			
208B Caravan IB	2	9	11			
406 Caravan II	0	0	0			
550 Citation II	9	4	13			
560 Citation V	13	14	27			
650 Citation III	1	0	1			
650 Citation VI	5	3	8			
650 Citation VII	0	2	2			
Total Cessna	33	33	66	$143,546,566	$133,676,625	$277,223,191
CLASSIC AIRCRAFT						
YMF-5 Waco Classic	0	1	1			
YMF-5 Waco Super	2	2	4			
Total Classic	2	3	5	$414,000	$650,000	$1,064,000
FAIRCHILD AIRCRAFT						
SA-227AC Metro III	5	2	7			
Total Fairchild	5	2	7	$19,711,000	$8,118,824	$27,829,824
GULFSTREAM AEROSPACE						
Gulfstream IV	4	5	9			
Total Gulfstream	4	5	9	$84,300,000	$109,716,448	$194,016,448
LAKE AIRCRAFT						
250 Renegade	1	0	1			
Total Lake	1	0	1	NA	NA	NA
LEARJET						
Learjet 31	0	0	0			
Learjet 31A	9	3	12			
Learjet 35A	2	0	2			
Learjet 60	0	0	0			
Total Learjet	11	3	14	$48,906,575	$13,478,457	$62,385,032

MAKE AND MODEL	QI	QII	YTD	QI	QII	YTD
MAULE AIRCRAFT						
M-6 235	1	2	3			
MX-7 180	3	5	8			
M-7 235	1	0	1			
MX-7 235	4	4	8			
MXT-7 180	3	3	6			
M-7 420	0	0	0			
Total Maule	12	14	26	$966,379	$1,079,503	$2,045,882
MOONEY AIRCRAFT						
M20J	14	9	23			
M20K	0	0	0			
M20M	6	8	14			
Total Mooney	20	17	37	NA	NA	NA
PIPER AIRCRAFT						
PA-18-150 Super Cub	0	1	1			
PA-28-161 Warrior	0	5	5			
PA-28-181 Archer II	0	3	3			
PA-32R-301 Saratoga SP	0	0	0			
PA-46-350P Malibu Mirage	3	2	5			
PA-34-220T Seneca III	1	6	7			
PA-42-720 Cheyenne IIIA	0	0	0			
PA-42-1000 Cheyenne 400	0	0	0			
Total Piper	4	17	21	$969,102	$4,625,957	$5,615,059
TAYLORCRAFT						
F-21B Classic	0	0	0			
F-22 Classic	0	0	0			
F-22A Classic	0	0	0			
Total Taylorcraft	0	0	0	NA	NA	NA
Grand Total, Civil	**192**	**197**	**389**	**$394,175,179**	**$391,613,211**	**$785,788,390**

MAKE AND MODEL	QI	QII	YTD	QI	QII	YTD
OFF-THE-SHELF AIRCRAFT SHIPPED TO THE U.S. MILITARY						
Manufacturer/Model						
BEECH AIRCRAFT						
RC-12K	0	7	7			
T-1A Jayhawk	5	10	15			
Total Beech Military	5	17	22	NA		NA
FAIRCHILD AIRCRAFT						
C-26A	7	4	11			
Total Fairchild Military	7	4	11	NA	NA	NA
Grand total, Military	12	4	33	NA	NA	NA

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1992 GENERAL AVIATION AIRPLANE SHIPMENT REPORT

General Aviation Manufacturers Association
1400 K. Street, N.W., Suite 801, Wash., D.C. 20005

MAKE AND MODEL	QII	QIII	YTD	QII	QIII	YTD
GRAND TOTAL	197	228	617	$391,651,153	$413,572,486	$1,199,360,877
AMERICAN GENERAL						
Tiger AG-5/B	16	16	36			
Total American General	16	16	36	$1,602,990	$1,636,463	$3,649,845
AVIAT						
S-1T Pitts	NA	NA	0			
S-2B Pitts	NA	NA	11			
A-1 Husky	NA	NA	9			
Total Aviat	NA	NA	20	NA	NA	NA
BEECH AIRCRAFT						
Bonanza F33A/C	23	15	58			
Bonanza A36	15	20	54			
Bonanza A36AT	8	0	9			
Bonanza 36TC	4	4	12			
Baron 58	6	9	22			
King Air C90A	3	10	16			
King Air 200	8	7	21			
King Air 200C	0	1	1			
King Air 300	1	1	3			
King Air 350	5	4	13			
1900C	0	0	0			
1900D	8	7	20			
Starship 2000	1	0	3			
Beechjet 400A	5	11	19			
Total Beech	87	89	251	$118,664,407	$146,057,879	$357,836,051
BELLANCA AIRCRAFT						
Super Viking 17-30A	0	1	2			
Total Bellanca	0	1	2	NA	NA	NA

MAKE AND MODEL	QII	QIII	YTD	QII	QIII	YTD
CESSNA AIRCRAFT						
208 Caravan I	1	4	8			
208B Caravan IB	9	6	17			
406 Caravan II	0	0	0			
550 Citation II	4	4	17			
560 Citation V	14	13	40			
650 Citation III	0	0	1			
650 Citation VI	3	2	10			
650 Citation VII	2	5	7			
Total Cessna	33	34	100	$133,676,625	$142,497,599	$419,720,790
CLASSIC AIRCRAFT						
YMF-5 Waco Classic	1	0	1			
YMF-5 Waco Super	2	3	7			
Total Classic	3	3	8	$650,000	$640,000	$1,704,000
FAIRCHILD AIRCRAFT						
SA-227DC Metro 23	0	3	3			
SA-227AC Metro III	2	1	8			
Total Fairchild	2	4	11	$8,118,824	$16,153,190	$43,983,014
GULFSTREAM AEROSPACE						
Gulfstream IV	5	3	12			
Total Gulfstream	5	3	12	$109,716,448	$66,750,000	$260,766,448
LAKE AIRCRAFT						
250 Renegade	0	4	5			
Total Lake	0	4	5	NA	NA	NA
LEARJET						
Learjet 31	0	0	0			
Learjet 31A	3	5	17			
Learjet 35A	0	1	3			
Learjet 60	0	0	0			
Total Learjet	3	6	20	$13,478,457	$27,906,961	$90,293,993

MAKE AND MODEL	QII	QIII	YTD	QII	QIII	YTD
MAULE AIRCRAFT						
M-6 235	2	0	3			
MX-7 180	5	1	9			
M-7 235	0	1	2			
MX-7 235	4	1	9			
MXT-7 180	3	0	6			
M-7 420	0	0	0			
Total Maule	14	3	29	$1,079,503	$245,896	$2,291,780
MOONEY AIRCRAFT						
M20J	9	11	34			
M20K	0	0	0			
M20M	8	6	20			
Total Mooney	17	17	54	NA	NA	NA
PIPER AIRCRAFT						
PA-18-150 Super Cub	1	0	1			
PA-28-161 Warrior	5	20	25			
PA-28-181 Archer II	3	11	14			
PA-28R-201 Arrow	0	2	5			
PA-28-236 Dakota	0	1	1			
PA-32R-301 Saratoga SP	0	4	4			
PA-46-350P Malibu Mirage	2	3	6			
PA-34-220T Seneca III	6	4	10			
PA-42-720 Cheyenne IIIA	0	1	1			
PA-42-1000 Cheyenne 400	0	0	0			
Total Piper	17	46	67	$4,663,899	$11,682,496	$17,297,556
TAYLORCRAFT						
F-21B Classic	0	2	2			
F-22 Classic	0	0	0			
F-22A Classic	0	0	0			
Total Taylorcraft	0	2	2	NA	NA	NA
Grand Total, Civil	**197**	**226**	**617**	**$391,651,153**	**$413,572,486**	**$1,199,360,877**

MAKE AND MODEL	QII	QIII	YTD	QII	QIII	YTD
OFF-THE-SHELF AIRCRAFT SHIPPED TO THE U.S. MILITARY Manufacturer/Model						
BEECH AIRCRAFT						
RC-12K	7	5	12			
T-1A Jayhawk	10	2	17			
Total Beech Military	17	7	29	NA	NA	NA
FAIRCHILD AIRCRAFT						
C-26A	4	7	18			
Total Fairchild Military	4	7	18	NA	NA	NA
Grand total, Military	4	7	47	NA	NA	NA

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News from

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GENERAL AVIATION SHIPMENTS THROUGH THIRD QUARTER OF 1992 CONTINUE TO LAG

WASHINGTON, DC, October 16, 1992 -- U.S. general aviation manufacturers reported today that overall shipments during the first three quarters of 1992 fell 17.6 percent while billings decreased 9.2 percent. A total of 617 aircraft have been shipped since the beginning of the year compared to 749 units shipped in the first three quarters of 1991. Billings totaled $1.2 billion, down from $1.3 billion in 1991.

Business jet shipments have increased 5.0 percent from 120 in 1991 to 126 for the first three quarters of 1992. Turboprop shipments fell to 114 this year compared to 167 units in 1991, a 31.7 percent drop. New piston engine aircraft shipments, at 377 units, have continued to decline, falling 18.4 percent from the 462 shipped in 1991.

Exports shipments accounted for 39.4 percent of all U.S. general aviation production and 35.3 percent of billings this year. As other countries have

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joined the U.S. in slow economic times, export shipments have fallen 9.3 percent to 243 units compared to 268 airplanes exported in 1991. Export billings declined 22.8 percent from $549 million to $424 million in 1992.

Commenting on the first three quarters, General Aviation Manufacturers Association (GAMA) president Edward W. Stimpson said, "General aviation shipments continue to reflect the sluggish world economy. However, progress has been made on some important industry issues. The filing of an *amicus* brief by the U.S. government arguing FAA preemption of aircraft design certification is extremely important in helping resolve the product liability problem. Senators Dole and Kassebaum have been a great help on this issue. We are also urging the President to sign the tax bill repealing the punitive luxury tax on aircraft. This would be a much needed stimulant, particularly in the owner-flown market."

"A good sign for this industry was the positive atmosphere and enthusiastic attitudes at the recent National Business Aircraft Association, Aircraft Owners and Pilots Association, and Experimental Aircraft Association annual conventions. Several new aircraft and products were introduced, and we welcome Piper's enthusiastic return to the market place. These factors indicate

that despite slow times, the general aviation industry continues to provide vital air transportation services," said Stimpson.

AIRCRAFT SHIPMENTS BY TYPE, THROUGH THIRD QUARTER

	YTD 1991	YTD 1992	% CHANGE
PISTONS	462	377	-18.4 %
TURBOPROPS	167	114	-31.7 %
JETS	120	126	5.0 %
TOTAL AIRCRAFT	749	617	-17.6 %
TOTAL BILLINGS	$1,320,679,000	$1,199,360,877	-9.2 %

THIRD QUARTER AIRCRAFT SHIPMENTS BY TYPE

	QIII 1991	QIII 1992	% CHANGE
PISTONS	148	139	-6.1 %
TURBOPROPS	54	45	-16.7 %
JETS	35	44	25.7 %
TOTAL AIRCRAFT	237	228	-3.8 %
TOTAL BILLINGS	$ 401,559,000	$ 413,572,486	3.0 %

GAMA is a national trade association headquartered in Washington, DC, representing 42 American manufacturers of general aviation aircraft, engines, avionics and related equipment.

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